



Giuseppe Atzeri

VT Capital Partners

During the past 9 years, Giuseppe has been developing strong relationships in the industry by managing buy side mandates, deal origination, valuations, deal structuring, and project executions, by advising an international network of clients such as high-profile private equity funds and family offices on their investments in the sector in South Europe and in particular in Italy.

In his current role, he works as an asset manager and equity partner for a London-based Italian family office investing in two brownfield project (large existing resorts / portfolio of hotels) and one Greenfield project (5-stars superior resort managed from an international operator plus luxury branded Villas) located in prime seaside destinations in Italy.

Giuseppe has been assisting several HNWIs, family offices, hotel owners and developers in securing debt financing, finding interested equity partners and structure joint venture agreements for large real estate projects.

In his previous work experience, as Financial Manager for "Seven Mills", a proprietary investment fund, Giuseppe was responsible for the financial appraisal of a large number of stand alone assets, integrated leisure developments, as well as complex portfolios of international facilities.

Giuseppe holds a Full Time MBA at Manchester Business School (UK) and a PDP Certificate in Hotel Asset Management at Cornell University (US).



Terence Baker

Hotel News Now / STR

Terence Baker is senior reporter at Hotel News Now, the news vehicle of hotel-industry data bench marker STR. Baker has written about hotels, travel and the MICE industry since 1997. Baker lived in New York City for 20 years but has been back now in his native London for six years. In New York, he wrote for STAR Service, Travel Weekly and Meetings & Conventions.

For five years he was travel editor and managing editor of Car & Travel magazine, the publication of car association AAA's New York branch with more than 1.1 million readers. He has also contributed articles to various travel magazines.

On his return to London, he started up the European office for Hotel News Now, expanding his coverage to include the Middle East and Africa.

He has a MA in English Literature and Creative Writing from Rutgers, the State University of New Jersey, and in his spare time he travels (102 countries and counting), runs marathons and ultramarathons and goes birding, sometimes all three things at the same time. Two notable runs include a 100-kilometre effort from London to Brighton and a rim-to-rim-to-rim double crossing of Arizona's Grand Canyon; his latest birding tick for his U.K. list is a Great reed warbler."



Lionel Benjamin

Topland Group

During 30 years' experience within the hospitality industry, Lionel has held senior management roles within both the operational and asset management / property side of the hotel industry. Lionel has a proven track record in deal origination and acquisition, identifying opportunities to grow hotel EBITDA and creating additional capital value.

Since November 2013 Lionel has led Topland's hotel activity, spearheading the firm's plans to build a £1.5 billion hotel business and supporting Topland's structured finance team on lending to the sector. From December 2013 to January 2014, this involved acquiring three portfolios totalling 28 hotels.

Lionel lead and drove the expansion and profitability of Topland's owned and operated portfolio, taking the overall Topland hotel portfolio to thirty-eight hotels across the UK, including hotels leased to Hilton and Thistle. Following the expansion of the Hallmark Hotels brand, building a management platform and implementing a new systems infrastructure across the portfolio, Lionel was instrumental in the very successful sale of the Hallmark Hotel portfolio in January 2019.

Prior to joining Topland, Lionel was Head of the Hotel & Leisure Division at The Ability Group. Lionel worked with Hilton Worldwide, The Savoy Group, and Hyatt. Lionel was awarded as an Honorary Professor in Hospitality Management from the University of West London and has undertaken further Hospitality Industry studies at Cornell University in Ithica NY.



Emil Lindvang Bentsen

Nordic Hotel Consulting

Emil joined as Partner in Nordic Hotel Consulting in January 2019, focusing on advising real-estate investors and developers, he has been with the company since summer 2014. Emil has a mixed academic background from Finance and Hospitality. Most recently he graduated his Master of Science (MSc.) in Economics and Business Administration in the Finance specialization from Aarhus University in Denmark. Before that he graduated his International Hospitality Management Degree from Ecole Hôtelière de Lausanne (EHL) in Switzerland. Earlier, Emil has worked in hotels and restaurants in London and Copenhagen.



Joan Bertran

Banco Sabadell

Joan Bertran joined Banco Sabadell in 2008 to manage the Group's Real Estate portfolio. Since then he served in different executive positions and today he is the Banco Sabadell's Group Global Head of Commercial Real Estate & Hotels. Based in Miami, he is in charge of the CRE & Hotels Group's financing activity with teams in America and Europe.

Previously, Joan served as Business Manager at 'Logispark', a Banco Sabadell JV with a RE developer, where he managed investments for \$800M to develop more than 700.000sqm of CRE in Europe. He started his professional career in 1999 as Construction Manager at Ferrovial.

Joan has over 19 years of experience in Real Estate gained in various positions in different companies, covering the whole Real Estate value chain: starting in Construction and Project Management, and ending with a prime focus on Asset Management, Investment and Finance.

Born in Barcelona, Joan graduated from Universitat Politècnica de Catalunya with a BSc and MSc degree in Civil Engineering, holds a Master's degree in Business Administration from ESADE, and completed the Stanford Executive Program at Stanford Graduate School of Business.



Jens Blomdahl

KSL Capital Partners

Jens Blomdahl is a Senior Vice President at KSL Capital Partners, a travel and leisure focused private equity fund with approximately \$12 billion of equity commitments raised since 2005. Mr. Blomdahl joined KSL as an Associate in 2013 and manages all aspects of origination, acquisition, underwriting, execution and asset management of KSL's new and existing European investments. Mr. Blomdahl has also been actively involved in KSL's fundraising. Prior to KSL, Mr. Blomdahl was an Analyst in the Gaming and Leisure group of Bank of America Merrill Lynch in New York, NY. Mr. Blomdahl earned a B.S. (summa cum laude) from the McDonough School of Business of Georgetown University.



Carine Bonnejean

Christie & Co

Carine joined Christie & Co in May 2005, having previously worked for a private equity fund as a portfolio management analyst. Prior to this, she spent four years working as a Senior Hospitality Consultant in London.

Based in London, Carine oversees the development of hospitality consultancy services across Europe which involve 30 dedicated consultants.

She has extensive experience of conducting feasibility studies, commercial due diligence, strategic reviews and advisory projects across the UK and throughout Europe, and has led several detailed research and analytical studies offering strategic advice across many hospitality and leisure sectors and markets. She and her team also provide support to the corporate agency and investment teams as well as the Christie & Co advisory team across Europe.

Carine holds an MBA in International Hotel Management from IMHI – a joint programme between Cornell University, Ithaca, and ESSEC business school, Paris. She also has a BSc (Hons) degree in Hotel Management.



Ali Borhani

3Sixty Strategic Advisors Ltd.

Ali is an emerging markets geo-economic and strategy connoisseur. His core professional muscles have been developed and strengthened by helping blue-chip companies, MNCs (multi-nationals) and family businesses in some of the most challenging markets. Helping clients to formulate route to and market entry models, growth acceleration strategies and also supporting them to successfully execute these strategies on the ground.

He is the Managing Director of 3Sixty Strategic Advisors Ltd., a boutique strategic consulting and investment firm focused on the emerging markets of Middle East, Africa and Eurasia.

Prior to that and for 8 years he lead Incubeemea a sought after boutique strategic advisory firm in Dubai, where he personally advised Sr. Executives in global blue chip companies such as Lindt Chocolate, J&J, Colgate Palmolive, BiC, CSL, Emaar to name a few.

Prior to that he was the Director of Corporate Strategy & Business Development at Bosch Siemens in MEA, where he guided the strategic direction of the distributor network in 25 countries. Before that, he was the Regional Sales Manager for Philips Consumer Lifestyle, and its Business Excellence Manager.

His peers and mentors consider him as natural storyteller with a strategic foresight that has lead to successful partnership and strategic alliances.

Ali is a frequent speaker and panelist at leading international business forums and often quoted in local and international publications such as Trend MENA, Gulf Business, and Esquire magazine, Monocle and The Wall Street Journal to name a few.

His strong interest in people is best illustrated by a quote from world-famous choreographer Pina Bausch: "I'm not interested in how people move, but what moves them."



Chris Bown

Hotel Analyst

A seasoned editorial and communications consultant, Chris has spent more than six years as part of the editorial team at Hotel Analyst. His current role includes researching and producing the daily news summary for subscribers, producing the weekly podcast, and input into the team's weekly editorial decisions. Supported by experience as a journalist and researcher across planning, architecture and the built environment, he also consults on green energy for businesses transitioning to a more sustainable future. And, as a proud resident of Cardiff, he also produces the Greener.Wales news website.



Cody Bradshaw

Starwood Capital

Cody Bradshaw is a Managing Director at Starwood Capital Group and Head of International Hotels. In this role, he oversees the firm's hospitality acquisition and asset management activities across Europe and Asia Pacific. In addition, Mr. Bradshaw also oversees North America hotel asset management. His portfolio responsibilities have included numerous major lodging investments around the globe, including the Firm's ownership of Louvre Hotels, one of the largest hotel chains in Europe with over 1,000 hotels across more than 40 countries. He also played a leading role in managing and growing The Principal Hotel Company portfolio, which included over 50 properties and 7,400 keys across the United Kingdom—highlighted by the launch of the Principal brand in 2016 as well as the restoration of the former Hotel Russell, turning it into an iconic flagship hotel of the Principal brand: The Principal London.

Prior to joining Starwood Capital, Cody was one of the first employees at Pebblebrook Hotel Trust (NYSE: PEB) where he served as Vice President of Acquisitions during the twelve-month period in which the newly-formed "blind pool" REIT deployed over \$1 billion of capital through the acquisition of over 20 major lodging assets. Prior to Pebblebrook, he was the first employee of the Chartres Lodging Group where he played an integral role in growing the firm over a seven year period into what at the time was comprised of five offices across the U.S. and Japan and a 20,000-room, \$6 billion portfolio of lodging assets. He began his career at Hyatt Development Corporation after graduating from Cornell University.

Cody co-created the Certified Hotel Asset Manager ("CHAM") professional designation program which launched in 2012. He co-founded and currently serves as President of the European Chapter of the Hospitality Asset Managers Association ("HAMA") and is a leading member of the International Hotel Investment Council ("IHIC"). Mr. Bradshaw also serves on the board of directors for YOTEL.



Richard Bursby

Taylor Wessing LLP

Richard heads up the International Hotels and Leisure Group at Taylor Wessing. He is a recognised expert in the Hotel industry (Chambers 2019 described him as "one of the leading lights in the industry"), in particular regarding Hotel Management Agreements and Franchise Agreements, and has 20 years of experience acting for UK and international clients on a wide variety of transactions and developments, alliances, joint ventures, commercial agreements and projects in the UK and around the world.



Nick Chadwick

Starwood Capital

Nick Chadwick has more than ten years of pan-European real estate and hospitality experience. Currently Nick is based in Starwood Capital's London office where he asset manages a number of the firm's major hotel investments. In this role, he has led the operational turn-around, redevelopment, rebranding, refinancing and disposition of a wide range of hotel real estate from independent single assets through to a large 4,000 key multi-branded portfolio.

Previously he worked in Starwood's European acquisition team where he worked on over \$1bn of hotel acquisitions. Prior to joining Starwood, Nick worked at Ernst & Young in the real estate audit department where he qualified as a Chartered Accountant

Nick holds a Bsc in Economics from the University of York and he is a member of the Hospitality Asset Managers Association European Chapter and currently serves as its Treasurer.



Finnbar Cornwall

Google

Finnbar is a Senior Industry Head in Travel at Google, where he works with some of the largest Hospitality companies in the world helping them get the best from Google. He previously worked as a consultant with McKinsey and at a travel startup that built a booking engine to connect niche lodging suppliers with bespoke tour operators.



Steffen R. Doyle

Credit Suisse

Steffen Doyle has 20 years of experience in investment banking. He joined Credit Suisse in 2016 as Managing Director and EMEA Co-Head of Real Estate.

Prior to Credit Suisse, Mr. Doyle spent 5 years at Jefferies in London, where he was a Managing Director, Co Head of Real Estate Investment Banking and the Head of Lodging and Gaming Investment Banking.

Prior to Jefferies, Mr. Doyle spent 12 years in the Real Estate Investment Banking team at Bank of America Merrill Lynch, as the Head of Lodging and Gaming Investment Banking for Europe, the Middle East and Africa.

Mr. Doyle's industry knowledge and transaction experience in Real Estate cover all sub-sectors, public and private, in the lodging, gaming and leisure sectors, as well as industry specialized financial sponsors and fund managers.

Mr. Doyle has acted as an adviser on many prominent transactions for a diverse range of clients in Europe, Asia and the US involving M&A, debt and equity capital raising.



Peter Ebertz

Art-Invest Real Estate

Peter is Managing Partner and Head of Hotels at Art-Invest Real Estate, based in Cologne, Germany. Since 2012, he is responsible for all hotel activities of the Art-Invest group, where he built up a hotel portfolio of ca. 30 hotels with a total investment volume of approx. 1 bill. EUR.

Peter leads a dedicated hotel team of 15 hotel investment specialists with expertise in investment, development, asset management, hotel operations as well as technical services that focus on enhancing the asset value through repositioning, re-branding and refurbishment activities. References include the Le Méridien Frankfurt, the Sofitel Hamburg, Nikko Hotel in Düsseldorf and the Ruby Hotel in Munich as well as the current development of a 25h Hotel in Florence, Italy and Moxy Hotels at Cologne Airport and Cologne Muelheim, which will also be operated by Art-Invest Real Estate.

Peter has over 15 years of experience in the hotel sector. Before joining Art-Invest, he worked in hotel management, strategic business development and investment banking. At Ebertz & Partner Real Estate he was responsible for a hotel portfolio with a volume of approx. € 1.5 billion, spread over approx. 50 hotels. Peter studied economics and holds a phd at the University of Münster.



Ed Fitch

Cushman & Wakefield

Ed is a Partner within Cushman & Wakefield's rapidly expanding EMEA Hospitality Capital Markets team, advising on the disposal and acquisition of hospitality businesses and assets across Europe, with over 15 years' experience in the hotel real estate investment market. He was previously Executive Vice President at JLL, including almost 5 years' experience in Asia based in Singapore. Ed has provided advice on a wide range of hotel properties, from budget to super luxury hotels, serviced apartments and resorts across Europe and Asia. Clients have included major lending banks, private equity groups, high net worth investors, publicly listed and private hotel companies.



Heribert Gangl

Erste Group Bank AG

Heribert has more than a decade of experience in the European hotel industry working in hotel asset and investment management on both the principal and advisory side. In his current role as Director of Hotels & Tourism at Erste Group in Vienna he is responsible for growing the bank's industry portfolio and specializing in the financing of hotels, tourism infrastructure and mixed-use projects in Central and Eastern Europe. Previously, Heribert was a Director with Hamilton Hotel Partners in London and Managing Director of Horwath HTL in Austria. Prior to that he worked for Internos Global Investors in London (now Principal Real Estate Europe) where he was responsible for the asset management of the group's entire hotel portfolio. Heribert holds an MBA from CEU and graduated from Hawaii Pacific University with a BSc in Travel Industry Management. He also studied at the University of Vienna and NYU Stern School of Business in New York.



Sophie Gautier

Covivio Hotels

I graduated from Essec Business School and started my career at Bouygues Construction where I occupied various positions first in finance (internal auditing, finance control, change management), then in real estate development.

Eight years ago, I moved to Covivio Hotels and I am in charge of; the asset management of Covivio hotels' assets operated under lease agreements (with AccorInvest, B&B Hotel, IHG, NH Hotel, Meininger and Motel One – in France, Germany, Belgium and the UK); development of new hotels in cooperation with developers and hotel operators.



Laurence Geller

Geller Capital Partners

Laurence S. Geller CBE, Chairman of Geller Investment Co, is an accomplished businessman and entrepreneur, having led multi-national, hospitality and tourism corporations. In 1997, Mr. Geller founded Strategic Hotels & Resorts. Previously, he held positions as EVP and COO of Hyatt Development Corporation, SVP of Holiday Inns and Director of Grand Metropolitan Hotels. Mr. Geller serves on the Board of Michels & Taylor. He previously served as Chairman of the IREFAC for six non-consecutive terms. He is the founder and CEO of Innovative Aged Care, a UK based developer and operator of luxury dementia care residential facilities. Philanthropically, Mr. Geller serves on the Boards of Choose Chicago, Children's Memorial Hospital, British American Business Consul, and the American Jewish Committee. Mr. Geller is Chairman of the Board of Trustees for the International Churchill Society. Mr. Geller is the leading donor to University of West London where is Chancellor. On December 31, 2011, Mr. Geller was named a Commander of the Order of the British Empire (CBE) by Her Majesty Queen Elizabeth II. Mr. Geller has over 45 years of experience in lodging and has received numerous awards for service to the industry and his civic endeavors.



Marius Gomola

Horwath HTL

Marius is passionate about the world of investments centred around hotels, resorts, themed attractions and culinary experiences. He has been involved in hundreds of projects from the Americas throughout Europe to the Middle East and Central Asia over the last 30 years. The real estate cycle has re-focussed Marius' activity to hotel transactions, acquisition due diligence, branding and concept development in the CEE, Caucasus and beyond to the New East. Now based in Budapest, Marius established HOTCO, the preeminent Hotel Investment Conference for CEE and the New East with the objective of boosting hotel investment activity in the region.



Bettina Graef-Parker

Aareal Bank AG

Mrs. Bettina Graef-Parker is a Managing Director at Aareal Bank AG, responsible for the Bank's Special Property lending. This includes the Hotel Finance Group, as well as the bank's Turkish and Scandinavian lending activities. With her team, she is responsible for the structuring and origination of various forms of loans to the lodging industry. Aareal Bank AG provides property finance solutions in more than 20 countries across Europe, North America and Asia.

Aareal Bank AG holds a portfolio of roundly EUR 8 billion of hospitality related financings. Including Mrs. Graef-Parker, the Hotel Properties Team consists of nine professionals with in-depth knowledge of the hospitality industry. The team focuses primarily on lending to first-class hotels in prime locations, as well as portfolio transactions.

Prior to joining Aareal Bank in 2003, Mrs. Graef-Parker was a Senior Associate with HVS International in New York, where she provided valuation and consulting services to various types of investors in the hospitality industry. Mrs. Graef-Parker holds a BSc degree in Hospitality Management from the Lausanne Business School of Hotel Management in Switzerland, where she graduated in 2000 with high honours.



Peter Haaber

Zleep Hotels

Peter Haaber established Zleep Hotels as a Nordic design inspired select service hotel brand in 2003. There are now 12 hotels operating under the Zleep brand in Denmark and Sweden, and a further 5 hotels in the pipeline due to open in 2020.

In January 2019 Peter Haaber sold 51% of Zleep Hotels to Deutsche Hospitality, and Zleep Hotels is now part of Deutsche Hospitality brand family, consisting of Steigenberger Hotels and Resorts, Jaz in the City, Maxx Hotels and InterCity Hotels.



Jan Hazelton

Kerzner International

Ms. Hazelton joined Kerzner International in 2017 and is responsible for the growth of the Atlantis and One & Only brands in Europe and the Americas.

As a seasoned hotel investment and development executive, her experience includes all aspects of hotel investment including banking, asset management, finance, development, feasibility and investment analysis.

Most recently she was the Managing Director at Three Points Advisory, a boutique advisory firm that focuses on hotel development and investments. Clients of Three Points Advisory include Clivedale, Cycas Hospitality, Colony Capital and a high profile American celebrity with real estate interests in France.

Other previous experience includes Four Seasons Hotels and Resorts as Vice President of Development for Europe, a founding principal of Taylor Global Advisors, VP of Development at Hilton Hotels; ten years at Calyon/Credit Lyonnais as a lender to the hospitality industry in New York and London; Acquisitions and asset management at Olympus Real Estate; ITT Sheraton in development and owner relations; PKF in hotel advisory services and she started her career at the Westin Century Plaza Hotel in the management training program. She has degrees in Hotel and Business Administration from Washington State University.

She is a frequent speaker at industry conferences, a Director of the International Hotel Investment Council (IHIC), a member of Urban Land Institute ("ULI") and a past Vice Chair of ULI's European Hotel & Resort Council. Her credentials also include a visiting professorship at Ecole Hoteliere Lausanne.

Born and raised in Seattle Washington, Jan is an avid tennis player and skier, enjoys traveling, cooking, wining and dining and has a keen interest in health and fitness. She is actively involved with the Women for Women International organization and a member of their Leadership Circle.



Tim Helliwell

Barclays Bank PLC

Tim Helliwell heads the Barclays Hotels Team, with responsibility for the Bank's hotel clients within the UK and Western Europe. The hotels team is an integral part of the Barclays Hospitality & Leisure business with key relationships in the travel, restaurant, pub, gaming, health & fitness, leisure operators and sports sectors.

As Head of Hotels for Barclays, Tim focuses his time on ensuring the Bank maintains a cohesive approach to the market place both in terms of our funding strategies and our long term relationships with our clients and advisors. The Barclays Hotels Team covers all aspects of senior debt funding; equity & debt capital markets and wider banking needs.



Jeff Higley

The BHN Group

A former journalist who specialized in the hotel industry for 25 years, Jeff Higley has been President of The BHN Group since May 2019.

He launched Hotel News Now, a division of STR, in September 2008 and The Hotel Data Conference in 2009.

Higley began his career in the newspaper industry and worked as a sportswriter for several Midwest newspapers, covering everything from high school basketball to the World Series. He moved to business-to-business publishing in 1995.

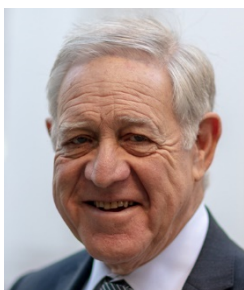
Higley is a product of Valparaiso University in Indiana and a native of Sandusky, Ohio.



Frank Hildwein

Deka Immobilien GmbH

As Head of Hotel Acquisitions and Sales, Mr. Hildwein is responsible for the overall sourcing and underwriting of Hotel real estate investments for the Deka Group. Prior to joining Deka, Mr. Hildwein served as a Senior Vice President of Heitman's European Acquisitions group, responsible for real estate investments in Europe. Prior to joining Heitman, Mr. Hildwein was responsible for acquisitions in Northern Europe and UK and dispositions across Europe at the German Fund Manager Commerz Real (formerly CGI). Mr. Hildwein received a Degree in Business Administration. He is based in Deka's Frankfurt office.



Michael Hirst OBE

CBRE Hotels

Michael Hirst is consultant to CBRE Hotels, the world's leading hotel experts. He advises hospitality, and tourism businesses internationally and acted as Arbitrator for the International Court of Arbitration in hotel dispute resolution.

He is a director of CP Holdings Ltd, which operates hotels and the largest group of thermal spas in Central Europe. He is a director of Safestay plc, an operator of contemporary hostels in destinations throughout Europe

He is Chairman of the UK Government's Events Industry Board and Chairman of the Business Visits & Events Partnership, representing Britain's conference, exhibition, trade fair, outdoor events and cultural festivals.

He is a director of The Tourism Alliance, the body representing the major tourism organisations in the UK and a member of the Government's Tourism industry Council.

Michael Hirst is a former board member of Ladbroke Group Plc and was CEO of Hilton International. He was voted "Corporate Hotelier of the World" by HOTELS Magazine.

He was appointed an OBE in 2004 for services to Britain's tourism. He was awarded the 2008 IHIF Lifetime Achievement Award for his distinguished career in hospitality and tourism. In 2013 he received the Joint Meetings Industry Council Unity Award for his contribution to the international Meetings Industry.



Federico Holzmann

Catalonia Hotels & Resorts

Federico Holzmann has developed expertise in hospitality companies such as the Ritz-Carlton and Catalonia Hotels & Resorts. Currently he is teaching as adjunct professor on the International Master in Hospitality Management at EADA and is also associated professor at the Hospitality MBA of the UAB. After 12 years working for Catalonia H & R where he has developed significant experience within Hotel Management and as Corporate Subdirector of Operations, he is now responsible for the corporate Development Strategy & company's Asset Management.

Catalonia H & R is one of the major Spanish Hotel Groups with more than 85% of self owned hotel portfolio worth more than 2.000 Million € and one of the most profitable hotel groups with an outstanding ebitda/income ratio. The Group is looking to grow mainly through Asset deals, but also through Lease and Management opportunities across EU, Caribbean and some other emerging markets.



Michael A. James

Paul Hastings LLP

Michael James is a partner in the Real Estate department of the Paul Hastings London office. His practice focuses on corporate real estate transactions. He has experience in several areas including structured acquisitions and disposals, joint ventures, real estate finance, fund investments, and hotel acquisitions and operations. Mr. James has developed a leading reputation in the corporate real estate space and is the "go-to" adviser for a number of major European clients.

Representative transactions include; Starwood Capital on the acquisition and subsequent sale of the Principal Hayley hotel portfolio, the De Vere Venues Group of hotels and conference centres and the Four Pillars hotel group (representing over 30 hotels), having originally advised on the acquisition of the complete portfolio; on a cross border joint venture with Yotel for approximately \$250 million of investment in the Yotel brand globally. This involved jurisdictions all over the world. Advised Benson Elliott and Walton Street Capital on the acquisition and subsequent sale of a pan European hotel portfolio. LRC Group on its acquisition of four hotel portfolios (consisting of a total of 23 hotels) valued at £656m and Goldman Sachs on the acquisition of 19 Travelodge hotels in Ireland.



Justin Jowitt

Paul Hastings (Europe) (LLP)

Justin Jowitt is a partner in the Real Estate practice of Paul Hastings and is based in the firm's London office. Mr. Jowitt's practice is focused on banking work with a particular emphasis on borrowing base facilities for hedge fund financing and real estate finance

Mr. Jowitt's practice encompasses general corporate lending and syndications, project financing, restructurings, and DIP financings and real estate finance throughout Europe. With respect to the latter, he has acted for lenders and borrowers in all aspects of real estate finance, including senior and mezzanine investment and development facilities, loan sales and distribution, distressed debt, work outs and restructurings, and Sharia-compliant financings.



Bruno Juin

CBRE Hotels

Bruno Juin joined the CBRE Hotels team in 2018. With over 20 years' experience in the hospitality industry, Bruno has an extensive national and international experience and an in-depth understanding of financial and operational functions of hotels at all levels of the market. Recently he has taken on the role of leading the CBRE Hotels team based in Paris covering France, Belgium and Luxembourg.

Prior to joining CBRE Hotels, Bruno headed the BNP Paribas Real Estate hotel department responsible for all consulting activities across the European region including Consulting, Transaction and Valuation. In this role he advised client across European the hotel sector in M&A transactions and led numerous investment sale processes for single asset investments as well as hotel portfolios.

Prior to this position, he was heading the hotel consulting and valuation team where he oversaw valuations representing up to €5.0 billion on an annual basis also providing operational reviews, strategic advice as well as recommendations on market positioning to clients. His role also included the supervision of feasibility studies, hotel management agreement and lease negotiations as well as operator selections.

Bruno began his career in the hospitality industry holding various operational roles in Egypt, Spain, Turkey and the UK and has previously worked for Accor Hotels as Senior Management Controller and for TRI Hospitality Consulting as a consultant.

Bruno holds an MBA in Hospitality Management from IMHI, a joint program of Cornell University and ESSEC Business School as well as a BTS Hotel Management from the Saint-Paul Hotel School.



Puneet Kanuga

Queensgate Investments

Puneet Kanuga is Investment Director at Queensgate Investments, and has over 15 years experience in hospitality real estate investment. At Queensgate, Puneet is responsible for the firm's hospitality investments and during Puneet's tenure, the firm has transacted over USD 2.6B of real estate. Notable transactions include the approx. USD 1B+ acquisition of Grange Hotels in London, and the approx. USD 400M acquisition of Freehand Hotels in the US. Puneet is also involved with asset management of Queensgate's various portfolio companies, including Generator Hostels.

Prior to joining Queensgate, Puneet was Vice President of Acquisitions and Development at the Rosewood Hotel Group, responsible for projects requiring balance sheet participation from Rosewood' parent company. Prior to Rosewood, he was a Director at HVS Hodges Ward Elliott, focusing on the sale and refinancing of European hotel real estate



Wilma Kellermann-Baans

Deutsche Hospitality

Wilma is Vice President Business Development at Deutsche Hospitality that includes Steigenberger Hotels & Resorts, MaXX by Steigenberger, JAZ, IntercityHotels and Zleep brands and is supporting their International Development Strategy from her office in Brussels - resulting in an active pipeline of executed deals and developments in Europe and the Middle East. Kellermann-Baans has been involved in hotel development since 1997 when she started her development career with Radisson Hotel Group for the DACH Region, followed by an assignment at Starwood Hotels & Resorts. Prior to her move to Brussels she held several management functions within a franchise organization in Germany where she lived from 1981 till 1997.



David Kellett

Invesco Real Estate

David Kellett is a Senior Director of Hotel Transactions for the Hotel Fund Management team at Invesco Real Estate, a dedicated specialist team who manage Invesco Real Estate's investment in the hotel real estate sector. David has 19 years of transaction experience, which has focused on real estate, hospitality and leisure for the last 14 years.

David joined IRE in November 2018 from InterContinental Hotels Group (IHG) where he worked for 6 years. He held senior roles at IHG including head of investor relations and most recently head of development in Europe, where he led IHG's involvement in the recently completed Principal transaction. Prior to IHG David worked in investment banking at JP Morgan, Merrill Lynch and an independent boutique.

David has a degree in Chemistry from the University of Oxford. He is based in the London office.



Felipe Klein

HIP Hotel Investment Partners

Felipe Klein is Managing Director of Investments at Hotel Investment Partners (HIP) and has more than 10 years of experience in finance and strategic consulting in real estate and hospitality.

During his career at HIP, he has executed deals for over 2,500M. He previously worked as Vice President for Spain and Portugal at JLL's Hotels & Hospitality Group, leading different hotel projects (transactions, asset management, valuations and strategic consulting) and at Colliers International (former Irea), where he participated in real estate debt restructuring projects for a volume exceeding 300M.

Felipe Klein has a degree in Business Administration and Management and completed the first cycle of the Law Degree, both from the Pompeu Fabra University of Barcelona. He also obtained the Certificate in the "Real Estate Investments and Asset Management" Program at Cornell University.



Adam Konieczny

Louvre Hotels Group

Adam Konieczny - Development Director Europe at Louvre Hotels Group based in Paris. His goal is to develop the brands of the group through franchise, management and lease contracts as well as to look for strategic partnerships. He also supervises regional development managers across Europe. Louvre Hotels Group is historically a French company, currently fully owned by Chinese Jin Jiang.

Previously Adam was a Country Head Poland at Christie & Co and responsible for identifying hotel opportunities across Poland and CEE for the development and expansion of the company in the region. He has been involved in several advisory and valuation assignments as well as operator search and section processes and investment transactions. Prior to Christie & Co, Adam worked several years as a Senior Consultant in the hospitality area, at DTZ's (now Cushman & Wakefield) investment & hospitality department.

Adam Konieczny has a Master of Arts in Management from Warsaw School of Economics and a Master of Science in Real Estate from Sheffield Hallam University, UK. He also obtained a Certificate in Hotel Real Estate Investments and Asset Management from Cornell University. Adam is a Member of the Royal Institution of Chartered Surveyors (RICS).



Theodor Kubak

Arbireo Capital

Prior to founding SERVUS International In 1997 with his wife in Istanbul Theodor occupied a series of executive positions in hotels in Europe, Eastern Europe and Asia Pacific (including General Manager, Rooms Division Manager and Maitre d'hotel) SERVUS has assisted private and institutional investors, governmental bodies and hotel operators with new investments as well as existing hotels, resorts and leisure facilities in Europe, Turkey, Russia, Kazakhstan, Georgia, Azerbaijan and Arabian Peninsula.

From 2007 – 2018 Theodor was acting as External Advisor Asset Manager and Senior Hotel Investment Manager for Union Investment Real Estate, one of the largest European Institutional Hotel Investors implementing Asset Management Strategies across the portfolio and overseeing and executing transactions in excess of €2,0 Billion across Europe and the USA.

In January 2019 Theodor has taken the role of Managing Partner in Arbireo Hospitality Invest with the focus on acquiring and repositioning Hotel Assets for its pool of investors. Theodor is also Managing Partner in VOHO a development and management platform that presently develops hotels in Europe.

Mr. Kubak is Co-founder and acted as its first President of HAMA Europe (Hospitality Asset Manager Association) Europe. Presently he serves as Director on the Supervisory Board of HAMA Europe.

Theodor was born, raised, and educated in Vienna - Austria, now resident in Istanbul with two daughters.



Jacek Kulakowski

PAREF

Jacek Kulakowski, CFA, is a Director with PAREF Group, which is majority owned by Fosun Group – global investment conglomerate of Chinese roots with interests across variety of industries including hospitality, real estate, healthcare and financials. He is responsible for pan-European Real Estate activities, having joined PAREF in January 2019 following 4 years with Fosun.

Previously, Jacek was an Analyst in the Mid-Market Corporate Finance team at Credit Suisse in Zurich, Switzerland, focusing on execution of M&A transactions across a number of industries in the EMEA region. Prior to that, Mr. Kulakowski worked in M&A advisory and due diligence teams of UBS and EY in Germany and Poland.

Jacek graduated from Cracow University of Economics with a Master Degree in Finance and Accounting. He is also a Chartered Financial Analyst (CFA) Charterholder.



Asli Kutlucan

Cycas Hospitality

Asli is a hotel development specialist with over 20 years international hospitality expertise gained across the United States, Europe and Africa.

Since joining Cycas Hospitality in 2011, she has been responsible for the acquisition, negotiation and execution of deals across the UK and continental Europe, including overseeing the hotel openings and technical services team.

Thanks to her specialism in full service, extended-stay and dual-branded hotels, Cycas's portfolio has doubled over the last year to 26 hotels and 12 hotel brands across 5 countries.

Before Cycas, Asli was a hospitality and entrepreneurship lecturer in Rwanda, where she also developed and opened the country's first boutique hotel. While a member of the Rwanda Development Board, she helped the governmental think tank maximise tourism.

Asli was part of the US management team at Vanderbilt Hall; a luxury boutique hotel in Rhode Island. In the UK she was general manager across six of Frasers Hospitality's London properties and also developed and managed two independent country house hotels in Warwickshire.

Asli blends hands-on hospitality experience with a Harvard University Real Estate Management education, a Finance MBA from Liverpool University and a finance certificate from Cornell University. She also speaks English, French and Turkish fluently.



Philip Lassman

Accor

Philip joined Accor in September 2017 to lead the Development Team in the UK & Ireland. After a successful first year, his remit was increased to Northern Europe from September 2018 and now Philip looks after the growth of all Accor brands in The Nordics and BeNeLux markets in addition to the UK & Ireland. One of the key successes in 2018 was the signing to rebrand a portfolio of 6 Park Inn branded hotels to Mercure and the signing of the first Tribe hotel (one of Accor's new brands) outside of Australia where the brand was founded.

Prior to joining Accor, Philip spent nearly 10 years at IHG where, for the last 5, he was Development Director for UK & Ireland focussing on growing IHG's brand distribution in that region.

During his time at IHG, Philip was responsible for signing nearly 7,000 rooms throughout the UK & Ireland, and most notably for rebranding the 708 bedroom Kensington Close hotel in London to Holiday Inn as well as reflagging the Four Seasons in Dublin to InterContinental. Overall, Philip added nearly 2,500 rooms to IHG's portfolio in London, and nearly 1,500 in Manchester.

In his early career, Philip worked in the following disciplines for other major international hotel brands: Sales & Marketing, Revenue Management, Distribution and E-commerce.

Philip holds a BA (HONS) degree in Economics and Public Policy from Leeds Metropolitan University where he was also active in student politics. He is married and lives in Hertfordshire with his wife and 2 young children. In his spare time, he enjoys watching football, cricket and Formula 1. He also supports his wife's charity work.



Gaël Le Lay

Covivio Hotels

Holder of an executive MBA obtained from HEC, Gaël Le Lay joined Foncière des Régions in 2013 as Deputy CEO of Foncière des Régions hotels.

The hotel portfolio represents 5, 2 billion euros of assets and 450 hotels.

Previously, he started his carrier with ACCOR group starting with internal audit and followed by acquisition department.

After 11 years with ACCOR, he spent 6 years with AXA real estate running the hotel portfolio.



David Ling

CDL Hospitality Trusts

David's experience over 29 years spans from establishing new businesses, investments to professional services in real estate and the hotel sector, with roles including senior executive, CEO and board member. He maintains excellent relationships with major industry players and has diverse geographic experience in Asia Pacific and Europe.

As Head of Strategic Development, David is responsible for strategic growth and development of CDL Hospitality Trusts (CDLHT). His roles include establishing business relations, developing strategies and securing strategic investments from the regional and international markets, with the objective of driving long term growth in income and capital value of CDLHT's investment holdings.



Martin Löcker

UBM Development AG

Martin Löcker was born in Leoben, Austria, in 1976. He graduated in industrial engineering and construction from the Technical University in Graz, Austria, in 2000 and completed postgraduate work in real estate economics at the European Business School in Munich, Germany, in 2005. He joined the UBM AG in 2001, where he was responsible for projects in Austria, France and Germany. He has also held various management positions at UBM AG and its subsidiary Münchner Grund since 2007 and has been a member of the Management Board since 1 March 2009. Martin Löcker is responsible for Project Acquisition Controlling, Operational Project Controlling, Business Development Austria, Technical Competences, Green Building, CSR & Work Safety, Quality Management & Integrated Management Systems as well as for hotel management.



Alexander Lyakhotskiy

Pass the Keys

Alex is an ex McKinsey consultant with a passion for real estate and hospitality. Alex has extensive experience in Operations and Strategy and holds an MBA from London Business School. In 2015 Alex founded Pass the Keys to help landlords in London monetize their empty homes. Offering an end-to-end short let management service, Pass the Keys is now the leading UK short let management platform with 1000 properties under management operating in more than 15 cities and expanding at a pace of 1 city a month.



Samuel Marbacher

Baker McKenzie

Samuel Marbacher is the co-head of the Zurich Real Estate Group of Baker McKenzie. He represents clients on a broad range of real estate related transactions, including regulatory advice and approvals (Lex Koller), as well as real estate financing. He also advises local and international clients in connection with hotel lease agreements and hotel lease restructuring. Samuel Marbacher teaches real estate and finance related subjects at the University of Zurich (CREM) and at the IFZ Institute for Financial Services, Zug.

Samuel has recently acquired the famous Hotel Widder in Zurich from UBS, bought and sold two hotel schools for Colony in Switzerland and financed a number of hotel development and re-positioning projects in Switzerland.

Samuel Marbacher graduated from the University of St. Gallen Law School (HSG) and earned his LL.M. degree at the University of Sydney. Mr. Marbacher holds a bachelor's degree in business and finance from the University of Applied Science in Lucerne (HAW) and has worked two years for a major Swiss bank in Zurich. Samuel Marbacher is a member of the Zurich and Swiss bar associations. He joined Baker & McKenzie in January 2007.



Kevin May

PhocusWire

Kevin has covered technology, distribution and the digital economy in the travel, tourism and hospitality industry since 2005, in roles prior to PhocusWire as editor of both Travolution and tnooz. Kevin began his career as a reporter at the Police Gazette in London, before moving to local newspapers as deputy editor of the Essex Enquirer and then the web editor of business title, Media Week (UK). Kevin holds a degree in criminology and is also the author of a forthcoming biography about British electronic band, Depeche Mode.



Stefan Merkenhof

GBR Consulting

Stefan Merkenhof is Managing Consultant at GBR Consulting, located in Athens, Greece and has more than 25 years of international experience. During the past 16 years he focused on the Hospitality, Tourism and Leisure industries and has led projects in almost all forms of tourism investment.

Projects cover financial feasibility studies, valuations, business plans, concept development, (re)positioning studies, operator searches and rental contract evaluations for hotels & resorts, conference centres (and MICE in general), wellness centres, managed attractions, marinas and other leisure facilities. His experience also covers projects in Regional and National Planning of Tourism Resources and he has developed standards for the development of boutique and eco-hotel categories for Greek hotels.

Stefan has gained a wealth of experience working with investors, developers, operators, banks, NTOs, associations, public authorities and many others.

Furthermore, Stefan and his team are conducting monthly benchmarking analysis of the performance of the Greek hotel sector for national and local hotel associations.

Stefan is an advisor of the Global Hotel Network and holds a degree in Business Economics from the University of Amsterdam.



Christopher Michau

Expedia Group

Christopher leads an experienced global team responsible for driving the development, adoption and engagement of Expedia Group's new lodging products and solutions. This includes the Meeting Solution product, white-label booking solutions, Revenue management technology (Rev+), Partner Loyalty Enrollment program and VIP Access, amongst others. Christopher is also in charge of the connectivity solutions Expedia Group developed for the Lodging industry.

Previously, Christopher served as vice president of Global Partner Group, managing the relationships with the world's leading hotel companies and worked closely with the global hotel chains to maximize their exposure on more than 150 travel sites available under the Expedia Group.

Christopher has been a core component of the company's evolution, starting over 16 years ago in Market Management. Prior to joining Expedia Group, Christopher worked in hotel operations, marketing and finance in both independent hotels and large chains. Michau holds an MBA in International Hospitality Management from ESSEC Business School, Paris.



Anders Nissen

Pandox AB (publ)

Anders Nissen is the CEO of Pandox AB, one of Europe's largest and leading hotel property companies. Anders was one of the founders when Pandox was formed in 1995 and he has been the company's CEO since then.

Under Anders' management Pandox has grown from a small local company with property portfolio value of MSEK 600 to a large international company with a portfolio value of MSEK 55,000. During this time, Pandox has expanded its geographical platform from one to 15 countries. Currently Pandox has 144 hotel properties in 82 cities. Pandox's business model is an important factor in explaining of the company's success. Based on an active ownership model with revenue-based lease agreements and management contracts, as well as own operation via franchised and independent brands, Pandox can move freely over the hotel value-chain and create a tailor-made strategy for each individual asset.

Anders Nissen has been active in the hotel industry for more than 35 years. Before joining Pandox Anders was Managing Director for Securum Hotel & Turism AB where he led the restructuring of Securum's hotel property portfolio. He also had a number of executive positions within the RESO organisation.

Anders Nissen has also more than 20 years of experience from the international capital market as the CEO of Pandox, which is currently listed on Nasdaq Stockholm for a second time. He has also held various board assignments over the years.

Anders has a lifelong interest in handball and he is chairman of the Swedish organisation responsible for arranging international games and international championships in Sweden.



Stéphane Obadia

Schroder

Stéphane Obadia is Head of Hotel Investment at Schroder Real Estate Hotels and a member of the Hotel Investment Committee.

Stéphane was the managing partner at Algonquin Management Partners, in charge of investments since 2007. He was the Head of Investment at Algonquin Management Partners from 2007 to 2018, when the company became part of Schroders. Stéphane has 20 years of hotel investment experience, and previously headed European development at the Groupe du Louvre. Prior to this, Stéphane held positions at Credit Agricole Indosuez and Lasalle Investment Management.

Stéphane graduated from HEC (Ecole des Hautes Etudes Commerciales), which is ranked as the best French business school.



Lambis Pahiannakis

Ikos & Sani

Mr. Pahiannakis is Acquisition Manager for LBRI/Sani & Ikos Group and is responsible for hotel acquisition deal sourcing and underwriting of new opportunities. Sani & Ikos Group is a luxury resort owner and operator operating in the Mediterranean, operating the 5-star luxury Sani Resort in Chalkidiki, as well as five all-inclusive "infinite lifestyle" Ikos Resorts in Greece and Spain. He joined the group in November 2018.

Prior to joining LBRI/Sani & Ikos Group, Mr. Pahiannakis spent five years with Barings in their dedicated Hotel group. Based in Barings's London office, he was responsible for hotel acquisitions across Europe, as well as for supporting the Barings Structured Financing and Core Mortgage groups with underwriting of hospitality related loans.

Prior to joining Barings in 2013, Mr. Pahiannakis was a Business Development and Acquisitions Analyst for Pyramid Hotel Group in Boston for over two and a half years. There he was actively engaged with all Business Development efforts and assisted with adding and retaining more than 20 management contracts to a portfolio of approximately 50 hotels.

Mr. Pahiannakis earned a BS degree from Boston University with a double major in Economics and Hospitality Administration.



Roland Paar

Soravia Group

Roland joined Soravia in 2018, as the head of hotel investments. The former Europe-president of the "Plateno Group", the fourth biggest hotel chain in the world, was responsible for the successful expansion of the Plateno-Group in Europe, the middle east and the CIS states. The Austrian worked more than 25 years in the international hotel market including positions at Ritz Carlton, Capella and Amanresorts.

During his career, he managed hotels with up to 700 employees. He was responsible for hotel openings and developments for approximately 10 hotel projects with project volumes of \$500 million per hotel. Roland has a degree from the International Hotel College in Vienna and from the Harvard Business School in the Advanced Management Program.



Mark Rajbenbach

Taylor Wessing LLP

Mark is a Partner in the Real Estate group and a member of the International Hotels and Leisure Group at Taylor Wessing. Mark specialises in commercial real estate and corporate real estate transactions across a number of areas, including structured acquisitions and disposals, joint ventures and cross border transactions. Mark has particular expertise and is recognised as a leading lawyer in the hotels sector. Chambers 2019 reported that clients described him as "an exceptional lawyer with commercial insight and great attention to detail," adding: "He also provides excellent and personalised client service".



Inmaculada Ranera

Christie & Co

Inmaculada has been responsible for Christie & Co in Spain since they were established in the Spanish and Portuguese Markets in 2000, being also the one that opened their offices in Spain while she was appointed as Director.

She holds almost 30 years' experience in the Real Estate sector and more than 18 in the hotel sector. Prior to her appointment, Inmaculada was Business Development Manager and Land Director in Catalonia for the English company King Sturge. She also worked for 10 years for the Foreign Investment Division of CIDEM (now known as Acció), organisation dependent on the Catalan Government, responsible for attracting foreign investment to the region, where she was responsible the Division in charge of relations between Catalonia and Israel and, as Project Technician, intervened in multiple implementation projects of foreign companies from different industrial segments in Catalonia. In addition, she was responsible of the development of the Industrial Location Service, the first industrial land base in Catalonia.

She is member of the platform "Barcelona Global", formed by key entrepreneurs and business leaders in the city, with the aim of acting together to promote city development. She is also a member of the Royal Institution of Chartered Surveyors (MRICS) and in 2017 she performed an Executive Master at the Singularity University in Silicon Valley (CA).

Throughout her professional career, she has participated as speaker and/or moderator in numerous conferences specialised in the hotel sector. Currently, she is also part of the teaching staff at the International Master in Business and Public Policy in Madrid (bilingual Spanish-English), a Joint Diploma of École des Ponts Paris Tech, Menéndez Pelayo International University and the College of Civil Engineers, Channels and Ports. She regularly gives talks to Secondary and High School students as to bring them closer to the business world within the "School and Business" program.



Jacob Rasin

Pandox

Jacob currently works as Director of Business Development for Pandox, working with acquisitions and hotel concepts. Jacob has been responsible for Pandox's recent acquisitions as well as the reflagging process for several properties within the Pandox portfolio. Prior to joining Pandox Jacob has been involved with hotel start-ups in Stockholm, the TV industry and worked for HVS's London office as a consultant. Jacob holds a bachelor degree from Cornell University's School of Hotel Administration and a Swiss Hotel Diploma from H.I.M. He is also a passionate skier and surfer.



Nikola Reid

Deloitte

Nikola leads the UK Deloitte hospitality advisory team which is recognised as a leader in its field. The team is part of Deloitte's global THS (Transportation, Hospitality & Services) industry group, which provides consulting, corporate finance, tax and assurance services to owners, operators, lenders and investors in the sector.

She has 12 years of international experience in the industry serving a wide spectrum of hotel clients including PE, SWF, institutional investors and global operators. She has been involved in major restructurings and acquisitions in the European hotel market, and has provided bid support and due diligence across the Americas, Europe, Middle East and Asia.

Prior to joining Deloitte, she spent four years working in a London based international brokerage and advisory firm where she worked on a variety of UK and European portfolio diligence and disposal engagements. Before this, she spent three years in the Middle East advising on hospitality and leisure development projects across the MENA region.

Her key areas of specialism includes but is not limited to due diligence, financial, and operating aspects of transactions; independent business reviews, strategy and business planning and development feasibility for hospitality (hotels, hostels, serviced apartments, rental by owner sector) and leisure (holiday parks, theme parks, licensed leisure) assets and portfolios.

Nikola has spoken at major industry events; sits on the International Hotel Investment Committee (IHIC) and has regularly been quoted in financial and trade press.



Robin Rossmann
STR

Robin Rossmann is Managing Director of STR, leading its operations across EMEA, APAC and LATAM. Robin is focused on continuing to improve the way STR provides the hotel industry with robust and insightful performance benchmarking that enables stakeholders to make better decisions.

Robin has over 15 years' focussed hotel sector experience, including 13 at Deloitte where he advised on hotel strategy, business planning, investment appraisal, market reviews, financial and commercial due diligence, IPOs, debt advisory, valuation, financial assurance, controls improvement and risk management.



Ben Russell
Ennismore

As managing Director of New Projects, Ben is charged with the strategic development, implementation and future growth of all our exciting new brands & concepts. The role bridges Ben's 15 years of hospitality experience across feasibility, valuation and acquisition to ensure the successful delivery of Ennismore's exciting pipeline of new concepts. Ben has been with the team since 2013, having previously been Chief Development Officer leading the global expansion of The Hoxton. To battle the overindulgences of travel, Ben spends his downtime chasing after his sons and trying to find time for a run.



Marvin P. Rust
Alvarez & Marsal

Marvin Rust is a Managing Director at A&M and is based in London. Marvin assumed leadership of A&M's European Tax business and the Tourism, Hospitality & Leisure industry group in EMEA in April 2018. Marvin was previously at FTI Consulting where he held similar roles. Prior to this he was a partner at Deloitte and Andersen for 15 years where he was the leader of their respective Global Hospitality programmes and the leader for Tax Services to the Travel and Leisure sector.

Marvin has wide experience in the Tourism, Hospitality & Leisure transaction arena and has worked on many of the significant transactions in the hospitality industry. His client base have included Starwood Capital, Marriott International, Starwood Hotels and Resorts, Kingdom Hotels, Travelodge, Macdonald Hotels, as well as a number of the leading private property investors in THL sector assets.

He has advised on completed transactions in excess of USD 20 billion and restructurings in excess of USD 10 billion over the last 10 years and is recognized globally as one of the leading tax advisers in the hospitality transaction sector working with owners, operators and lenders.

Marvin in particular enjoys working on complex high value transactions where he can engage his wide range of skills to solve business problems.



Justin Salkeld
Baker McKenzie LLP

Justin has a broad range of experience across the real estate sector. In particular he acts regularly for investors and operators on the acquisition, development, operation and disposal of hotel assets. Justin is chair of Baker McKenzie's EMEA Hotels, Resorts & Tourism group – comprising over 150 industry focused lawyers across 36 offices in Europe - and also a member of the EMEA Real Estate group's leadership committee. He is ranked as a leading practitioner in Legal 500 and Chambers and as a London Super Lawyer. Recent work across the Hotels, Resorts and Tourism industry has included advising a UK owner/operator on its new build flagship luxury hotel on Leicester Square, advising an Asian investor on the acquisition and financing of a portfolio of 26 regional hotels in the UK, advising a foreign investor on elements of its €1.25bn acquisition of a portfolio of 750 hotels across Europe and acting for a UK budget brand on the acquisition and development of various new build hotels in the UK.



Jeremy Sanders

OYO Hotels & Homes

Jeremy Sanders was appointed Head of UK at OYO Hotels & Homes in October 2018, responsible for leading the company's entry into and expansion across the UK - its first market outside of Asia.

10 months on, there are over 100 OYO-branded hotels in the UK, representing 2,500+ rooms. OYO UK has over 300 employees working across a variety of business functions and has established operational bases in seven UK cities.

Globally, OYO is now the world's third largest hotel company by room count, with 850,000+ rooms.

OYO partners with independent hotel owners to grow their businesses through technology, operational expertise and investment into the properties themselves, simultaneously offering customers a reliable and consistent experience at a great price.

Jeremy began his career as a Management Consultant at Bain & Company before co-founding the Italian restaurant chain Coco di Mama in 2011 after spotting a gap in the market for good quality, quick-service Italian food. By 2017, Coco di Mama had over 20 restaurants when it was sold, at which point Jeremy exited the business.

Jeremy studied Social Policy and Sociology at LSE and has an MBA in Business Administration and Management from INSEAD in Fontainebleau, France.



Andrew Sangster

Hotel Analyst

Andrew Sangster launched Hotel Analyst more than 15 years ago and it has grown into a publishing business that now encompasses a paid subscription service for hotel investors, a reports division and events.

There are three London-based conferences: The Hotel Distribution Event; The Hotel Alternatives Event; and the Hotel Operations Conference. You can find out more about the events and Hotel Analyst at www.hotelanalyst.co.uk.

Andrew has been a journalist for his entire career, starting out on trade press titles before joining the national press and a brief spell at the BBC. He launched his own business focused on providing high level information on a subscription basis after despairing at the quality of what the old business model of selling advertising space was producing.

Andrew holds a BSc in economics and a MA in journalism. He lives in Cambridge with his wife and three children.



Mathias Schotten

Premier Inn Germany

Mathias works as Senior Development Manager at Premier Inn Germany. In this capacity, Mathias is responsible for numerous developments and acquisition opportunities across Germany. He is part of the successful growth of Premier Inn in Germany based on sourcing and signing of new hotels with lease contracts, own developments as well as take overs and conversions.

Mathias is a highly experienced hotel professional with more than 15 years of experience in hospitality industry, real estate development and consulting. He started his career at German based brand Steigenberger before participating at Hyatt's corporate management trainee program in Chile.

Mathias graduated with a business degree from University of Applied Sciences Heilbronn, Germany and also holds a diploma as real estate economist from RICS certified IREBS Real Estate Academy in Regensburg, Germany. Prior to joining Whitbread, Mathias worked as developer and consultant for Feuring group, specialized in the hotel development sector across various brands within Germany and Europe.



Dominic Seely
Westmont Hospitality

Mr. Seely is responsible for acquisitions in Europe since 2014. Westmont, founded in 1975, has been active in Europe since 1996 and has acquired, owned, and operated more than 350 hotels across twelve countries. What started with a single hotel in North America, has grown to become one of the largest privately-held hospitality organisations in the world with a presence across three continents. Westmont has a diversified portfolio ranging from budget and aparthotels to mid-market business and large conference hotels to boutique and luxury hotels. Prior to Westmont, Mr. Seely ran his own hospitality investment advisory firm called Townhouse Capital that acted for a dozen different institutional and private investors as well as advising governments on FDI in the tourism sector. He has also held senior executive positions at Kharafi Group, the Kuwaiti conglomerate, and Stein Group, the pan-European luxury lifestyle hotel owner operator. Before the hotel industry, he worked in tech VC and investment banking with Kleinwort Benson. He speaks fluent English, Spanish, Portuguese, and French, as well as a good working knowledge of Italian.



Karin N. Sheppard
IHG

Karin Sheppard is Managing Director, Europe, responsible for driving sustainable long-term growth and the performance of its hotels across the region.

In her previous role as Chief Operating Officer (COO) of Australasia & Japan based in Sydney, Australia, Karin led the operations and performance of close to 70 hotels in the region across IHG's brands. In her three years as COO, Karin oversaw the market debut of the Holiday Inn Express® brand and the signing of a portfolio deal to develop EVEN® Hotels across Australasia. She was also appointed a board member of both Tourism Accommodation Australia (TAA) and the Tourism & Transport Forum (TTF).

Over the course of her more than 15 years with IHG, Karin has held several senior roles in Europe, Australasia and the Middle East, spanning commercial, operations and brand development. Previous appointments include Chief Commercial Officer (CCO) for Asia, Middle East & Africa (AMEA) based in Singapore and Vice President, Brand Management for the Europe, Middle East & Africa region. During her time in Europe she also represented IHG on several IHG Owner Association Boards.

Karin has more 20 years of international experience in commercial functions across a variety of industries, including technology, telecommunications and hospitality. Karin is driven by unlocking the potential of her teams, inspiring them to be at their very best so they can grow together.

Karin holds a Masters Degree in International Business Administration with Modern Languages, from Aarhus School of Business, Denmark.



Paul Slattery
Otus & Co.

Paul Slattery is director of Otus & Co an investment bank providing M&A advice to international hospitality and travel companies and investors internationally. Otus also advises the international companies on big strategy issues.

Paul worked for Dresdner Kleinwort Wasserstein for 15 years until 2002. He was head of hospitality research until 1998 then provided M&A advice to companies such as Compass Group, Scandic Hotels and Whitbread.

Paul has worked for several international hospitality companies and was also an academic at Huddersfield University in England He has an undergraduate degree in Hospitality Management and a research degree on The Hotel as an Organisation.

Paul writes regularly for industry journals and magazines. His current book, The Economic Ascent of the Hotel Business, second edition, is a feature of universities around the world for their teaching of hospitality management and is bought by hotel company executives and professionals involved in the hotel business to enable them enhance their understanding of the dynamics of the hotel business.



Nick Smart

Hilton

Graduating from Surrey University Hotel Management School Nick worked for Grand Metropolitan Hotels, DeVere Hotels and Radisson Edwardian Hotels in a number of sales, marketing, operations and development roles.

In 2006 Nick joined Hilton Worldwide as Vice President Development UK & Ireland. That role has since expanded to include North and West Europe. In that time Nick has overseen the signing and development of well over 150 hotels in the territory ranging from luxury brands Conrad and Waldorf Astoria Hotels and Resorts, upscale Hilton Hotels & Resorts, DoubleTree by Hilton, Tapestry, Curio and Canopy, and focused service Hilton Garden Inn, Motto and Hampton by Hilton hotels.

Nick is married with eight children. He is also a former player and enthusiastic supporter of rugby (especially Wasps RFC!).



Shaun Talbot

Clydesdale Bank

Shaun Talbot is a Senior Director at Clydesdale Bank who specialises in hotel development and investment finance.

Before joining Clydesdale in autumn 2018, Shaun spent a number of years at RBS/NatWest where he worked alongside some of the UK's leading hotel owners and developers to deliver competitive finance packages. An advocate of building long term relationships, Shaun continues to support both new and existing clients. Clydesdale are an emerging force in the hotel sector, with a strong focus on providing development finance for projects in London and regional locations.

Outside the world of hotels Shaun takes an active interest in golf, skiing & gardening.



Desmond Taljaard

London & Regional Hotels

Desmond leads the L+R Hotels team and all activities related to Hotel Development & Acquisitions, Asset Management, Operations, Construction and Design.

Since joining L+R Properties, Desmond Taljaard has led the acquisition of a number of hotels, including the Fairmont Barbados, Meridien Barcelona and the Grand Cayman Marriott Beach Resort. He also led the acquisition of the Atlas Hotels Portfolio of 48 IHG and Hilton branded limited service hotels, together with a portfolio of resort hotels in Spain and the Balearics.

Desmond served from October 2006 to March 2013 as COO Europe for Starwood Capital, with responsibility for Asset Management, leading all hospitality acquisitions. These included the Golden Tulip Group, comprising 200 managed and franchised hotels worldwide, and the £300m+ acquisition of the Principal Hayley Group. Desmond also co-chaired the Starman JV which re-positioned 32 service Le Meridien hotels across Europe.

Previously, Desmond was M&A and Development Director for Whitbread Group plc, driving the exit from the UK Marriott business for c£1,000m, and the creation of a JV with Emirates Airlines to roll out Premier Inn in the Gulf Cooperation Council countries.

Desmond is a Chartered Accountant and holds a BSc (Econ) Honours degree from LSE.



Rohit Talwar

Fast Future

Rohit Talwar is a global futurist who specialises in the future of hospitality, travel, and tourism. His Hotels 2020 study for Amadeus was widely regarded as an agenda setting examination of the possible futures for the sector. He works with clients around the world to help them understand the forces of change shaping the future and drive innovative strategies to drive sustainable growth in a fast changing world. His sector clients include Accor, Air Plus, AMAC, Amadeus, American Express Business Travel, AITO (Association of Independent Tour Operators), Center Parcs, CTW (Corporate Travel World), Emirates, FCm Travel, Genting, Horesta, Intercontinental Hotels, International Luxury Hotels Association, IT&CMA (Incentive Travel & Conventions, Meetings), ITB (International Tourism Bourse), PATA (Pacific Asia Travel Association), Preferred Hotels, Sabre, Travelodge, Travelport, TTRA (Travel and Tourism Research Association), World Travel Forum and a number of tourism boards, airports, airlines, convention centres, industry associations, and hospitality sector events around the world.



Lars H. Thunell
Ecodatacenter AB

Dr Lars Thunell is the former CEO of Securum AB. Securum was established in the early nineties by the Swedish government to handle loans and assets taken over by the government. In that capacity he founded and was the first chairman of Pandox to manage the hotel assets owned by Securum.

Dr Thunell has also been CEO of SEB one of Scandinavia's leading banks and most recently CEO of International Finance Corporation the private sector arm of the World Bank Group. He has also been a member of a number of public boards such as SCA, Statoil, Astra, AxzoNobel, Kosmos Energy and Standard Chartered and Senior Advisor to Blackstone. He is currently an independent investor and chair of Ecodatacenter AB a Swedish company that has built the world's first climate positive datacenter. He is on the advisory board for UNICEF.



Siniša Topalović
Horwath HTL

Siniša Topalović is managing partner at Horwath HTL. He has been involved in more than 150 projects within Horwath HTL, working with high-profile clients and shaping today's tourism industry landscape in well-established but also emerging destinations worldwide.

His fields of expertise include strategic and operational advisory in tourism and hospitality sector, including but not limited to strategies and master planning, hotel and resort development (highest and best use concepts, feasibility studies, etc.), transactional market advisory, project financing (IFI's, commercial banks, development banks), tourism marketing and branding planning, product development. Thus, the professional profile of Siniša Topalović is well-rounded and comprehensive in the hospitality, tourism and leisure arena.

Siniša is regularly publishing articles in global tourism media, industry reports and columns relating to tourism and hospitality in domestic and international publications (Hospitality Inside, HNN, Hotels Magazine, etc.) and is invited as speaker or moderator to various international conferences (ITB Convention, International Hotel Investment Forum Berlin, Hot.E London, Mediterranean Hotels and Resorts Conference, etc.). Siniša is member of International Society of Hospitality Consultants (ISHC), world's greatest source of hospitality expertise and counsel, represented by just over 200 of the industry's most respected professionals from across six continents.



Jules van Gaalen
Colliers International

Jules is Director of Hotels | Transactions for Colliers International Hotels based in Amsterdam. He leads the team of professionals responsible for hotel investment advisory and transaction services in the Benelux and cross-border in the EMEA-region.

Jules has over 20 years' experience in real estate, hotel transaction advisory and asset management. Jules and his team of hotel investment professionals work cross-border in Europe, Middle East and Africa in close collaboration with the local teams accelerating the success of their clients.

Before rejoining Colliers in September 2018, Jules successfully founded and managed Eminent Real Estate (a boutique real estate family office). Before founding Eminent Real Estate Jules was Director of Capital Markets at Colliers International managing the Dutch investment services team out of the Amsterdam HQ with a clear focus on cross-border hotel transactions. Previously he was the Managing Partner of the Colliers Eindhoven office.

Jules is known for seeing the big picture, his anticipation skills and providing insides about the hospitality investment future. He has a global view and a clear understanding of the drivers of the international hotel investment market. He offers ideas and an inventive approach to put a structure in place and make things happen. Jules provides his clients with the best level of service possible, exceeding their expectations.

Jules studied Management, Economics & Law (BSc.) at the Fontys Hogeschool in Eindhoven, with a specialization in Real Estate. In 2001 he became a Sworn and Certified Real Estate Agent / Valuer. He also obtained a Bachelor Degree in 2002 at NOVAM/Fontys (Netherlands School for Real Estate Management). Jules was elected Qualified Member of the Royal Institution of Chartered Surveyors (RICS) in 2013.



Benjamin Walter

Union Investment

Benjamin Walter is a Senior Investment Manager at Union Investment Real Estate GmbH. He recently joined the team to support Union Investment's international growth strategy in the hospitality sector. The hotel portfolio of Union Investment is currently comprised of 68 properties under 31 different hotel operators/brands and with a current market value of about 5.5 billion EUR. Prior to joining Union Investment, Benjamin was a Director at Aareal Bank AG, originating debt financing for the hotel sector. He holds a MBA from Mannheim University and ESSEC Business School, and a Bachelor of Science in International Hospitality Management from the Ecole hôtelière de Lausanne.



Scott J. Woroch

Kadenwood Partners

Scott Woroch has been active in the luxury lodging sector for over 25 years, working for hotel brands, hotel owners and developers, hotel advisors, and as well as a transactional lawyer. He has worked and been based in Asia, Europe and North America. Currently as Partner and Managing Director of Kadenwood Partners in London, Woroch advises clients on a variety of capital and strategic advisory assignments, for hotel real estate owners, and for hotel brands. Prior to forming Kadenwood Partners in Spring, 2015, he was with Four Seasons Hotels and Resorts for nearly 15 years. He served as Executive Vice President, Worldwide Development for Four Seasons, overseeing global development for eight years.

Woroch joined Four Seasons in 2000 as Vice President Business Development, Asia Pacific, after a 10-year career in hotel development, representing both hotel companies and real estate owners. Prior to entering the hospitality industry, he had a successful career practicing real estate law in Washington, D.C. He has an A.B., cum laude, from Cornell University, majoring in Political Science, and a Law degree from the George Washington University National Law Center.



Camil Yazbeck

Patron Capital Advisers LLP

Camil Yazbeck is Partner and Investment Director – Hospitality & Leisure for Patron Capital, a Pan-European private equity real estate investor, representing €3.4 billion of capital across several funds and related co-investments.

Patron's Past & Current Hospitality Platforms consist of 60+ multi-branded hotels spread across 13 countries, including The Sheraton Grand Hotel Warsaw, Generator Hostels, Jacobs inn Hostel Dublin, Jupiter Hotels, Luxury Family Hotels, The Spencer Hotel Dublin, Staybridge Suites, Hotel Arts Barcelona, the Bratislava Carlton hotel and 3 Linder Hotels in Switzerland. Patron's strategy is to back local partners and management teams in growing their respective business.

Camil leads all aspects of origination, acquisition, underwriting, execution and asset management of new and existing Hospitality investment opportunities. Prior to joining Patron, Camil spent over 20 years in the hospitality industry, focusing on all aspects of hotel Management in a variety of roles throughout the world. He held several senior leadership positions with international hotel companies, including Group Operations Director, Group and Regional General Manager. He acquired extensive experience moving up the ranks in hotel management, in hotel pre-openings as well as the extended stay hotel market, within independent and branded hotels including Le Meridien, Crowne Plaza, Holiday Inn, Mercure, Best Western, The Ascott Group, Citadines and Staybridge Suites.

Camil earned his MBA from IMHI - Cornell University and ESSEC School of Management



Jonathon S. Zink

The BHN Group

Jonathon Zink is managing director of The BHN Group, a global division of Northstar Travel Group based in California. Northstar Travel Group is the leader in reaching the most important audiences in the travel industry. Jonathon leads the operations for the hotel and tourism investment conferences produced by BHN around the world. Program development, event growth, strategic initiatives, and special projects such as operational processes and new business opportunities also fit under his management. BHN has successfully completed over 150 conferences in 22 countries, where nearly 100,000 delegates from around the world have come together to network, conduct business, and learn about the latest trends.

Previously, Jonathon was manager, strategic business unit for The Soneva Group based in both the Maldives and Thailand. With Soneva, he worked in cross-functional teams to develop and implement group-wide initiatives, analyzed and recommended solutions for new projects/business opportunities, and reported directly to the chairman & CEO. The Soneva Group is a successful luxury collection of world-class resorts that sets the benchmark for responsible tourism through its SLOW LIFE philosophy.

Jonathon holds an MBA from the International University of Japan (IUJ) in 2013 and a BA from *The School of Hospitality Business* at Michigan State University (MSU) in 2004. In addition to being an active IUJ alumnus, he serves on the Real Estate Investment Management Advisory Council at MSU.